the Overland Express Limited

1969 Annual Report

Cover:
AN OVERLAND UNIT
EN ROUTE TO POINTS SERVICED
IN MICHIGAN

The OVERLAND EXPRESS Limited AND SUBSIDIARY COMPANIES

AUTHORIZED CAPITAL

43,191 60¢ Cumulative Non-Callable First Preference Shares without par value convertible into three Non-Voting Participating Second Preference Shares without par value and one Common Share without par value.

1,571,427 Non-Voting Participating Second Preference Shares without par value.

523,809 Common Shares without par value.

ISSUED CAPITAL

43,191 60¢ First Preference Shares.

1,067,427 Second Preference Shares.

355,809 Common Shares.

OFFICERS

Robert D. Grant, Chairman of the Board.

J. Campbell Carruth, C.A., President.

Stephen J. Suske, Executive Vice-President and Secretary.

Howard W. Rawlings, Vice-President of Sales and Traffic.

John E. Taylor, Vice-President Industrial Relations and Loss Control.

William T. Clayton, C.A., Comptroller.

DIRECTORS

Frederick A. Beck, Q.C., Toronto, Ont.

J. Campbell Carruth, C.A., Toronto, Ont.

Robert D. Grant, Toronto, Ont.

George T. Heintzman, Toronto, Ont.

Frank D. Lace, Toronto, Ont.

Stephen J. Suske, Woodstock, Ont.

Ian S. Waldie, Toronto, Ont.

AUDITORS

Clarkson, Gordon & Co., London, Ont.

SOLICITORS

White, Bristol, Beck & Phipps, Toronto, Ont.

TRANSFER AGENTS & REGISTRAR

The Royal Trust Co., Toronto, Ont.
Halifax, N.S.
Montreal, P.Q.
Winnipeg, Man.
Calgary, Alta.
Vancouver, B.C.

OVERLAND EXPRESS Limited AND SUBSIDIARY COMPANIES

TO THE SHAREHOLDERS:

R. D. GRANT

At the conclusion of our 41st year of operations we are pleased to report another year of satisfactory progress for your Company. Revenues increased 14% (after adjusting last year's figures to allow for a 53 week year) to $14,300,000. About half of this increase came from rate adjustments and the balance from real expansion. Tonnage increased by 8% to 666,926 tons.

Our consolidated net income after taxes amounted to $919,645 or 57.6 cents per share after allowing for the conversion of First Preference Shares and the 4 for 1 split of old Common Shares. This compares with $940,447 last year or 60.3 cents per share calculated on the same basis. Profit on the revenue dollar was down from a record 7.4% last year to a satisfactory 6.4%.

Depreciation rates have been modified in the current year and the manner of applying them changed to a straight line basis over the estimated useful life of each class of asset. Heretofore, depreciation was charged at maximum amounts allowed for Income Tax purposes. Net income for 1969, as a result, has been increased by $81,000, equivalent to 5.1 cents per share, after provision for deferred income taxes.

Depreciation write-offs, for the current and future years, are based on the following rates, which were established after studies of depreciation practices in the Industry, related to our Company's experience:

Highway tractors	– 5 years	20%
City tractors	– 8 years	12½%
Trailers	– 8 years	12½%
Buildings - Brick	– 30 years	3⅓%
- Other	– 20 years	5%
Miscellaneous Equipment	– 5 years	20%

Capital expenditures for the year as predicted were very high amounting to $2,119,000. Automotive equipment purchases again accounted for a large percentage of our capital outlay and amounted to $955,000. This covered all required replacements and allowed for a modest expansion of the fleet which continues to be the finest on the road.

Land and building expenditures were unusually high at $1,078,500, of which approximately $1,006,000 was expended on completing our new Windsor facilities and starting our Toronto warehouse, office and garage.

We moved into the Windsor warehouse on January 4, 1969 and it is proving to be as efficient as we had anticipated. Unfortunately, the Toronto complex was delayed by long construction strikes last summer. It is unlikely that we will be able to move in before late spring 1970.

During the year we made additions to our operating authority which we are confident hold great promise for us. In May 1969 we completed the purchase of Twin County Transport, Inc. of Tonawanda, New York and this small company contributed $5,000 to our profit for the last five months of the year. The name has now been changed to Overland Express, Inc.

In June, 1969, The I.C.C. authorized the purchase of the operating authority of Bancroft Trucking Co. of Michigan by The Overland Express of Michigan, Inc., a subsidiary formed for this purpose. The name of this subsidiary has since been changed to The Overland Express International, Inc., which we feel will be more appropriate for future expansion into States other than Michigan. This extended our operating authority into Central Michigan to such major centres as Pontiac, Flint, Saginaw, Bay City and Lansing as well as many smaller communities. Since we acquired only an operating authority it will be some time before sufficient revenue is developed to produce a significant contribution to the consolidated earnings. In the first four months of operation, a break-even level was attained.

Our other subsidiaries, Hodgson-Taylor Company Limited, Oxford Tire Limited, and G.W.A. Inc., contributed a combined profit of $12,200.

On December 14, 1968, Supplementary Letters Patent were issued authorizing a 4 for 1 split in our Common stock and creating a new classification to be known as Non-Voting Participating Second Preference Shares without par value. The Capital change resulted in the Common shareholders receiving three new Second Preference Shares and one Common Share for each old Common Share. Dividends of 60 cents per share were paid on the First Preference Shares and 15 cents per share on each of the Common and Second Preference Shares, including an extra year end dividend of 5 cents.

Subject to approval of the Annual Meeting, Mr. George T. Heintzman, Vice President and Director of Matthews & Company Limited, Toronto, was elected to the Board to replace Mr. W. A. Reid, who resigned to take an early retirement.

As we start into a new fiscal year we feel optimistic that our progress will continue. Although major strikes in Ontario have had a bad effect on the economy generally, we seem to be operating at a satisfactory level. Our organization has never been better and we are most confident that the coming year will result in more efficient operations.

Our appreciation again goes out to our employees who have given sincere effort throughout the year, sometimes under great pressure. Our continued success is made possible by the fine contribution of our employees and Directors.

R. D. GRANT
Chairman of the Board

J. C. CARRUTH
President

J. C. CARRUTH

OVERLAND EXPRESS *Limited* AND SUBSIDIARY COMPANIES

FACTS IN BRIEF

	1969 NOVEMBER 1 52 WEEKS	1968 NOVEMBER 2 53 WEEKS	1967 OCTOBER 28 52 WEEKS
Net freight revenue (total sales)	**$ 14,309,069**	$ 12,787,119	$ 9,858,400
Consolidated net income after taxes			
– amount	**$ 919,645**	$ 940,447	$ 533,141
– percent of net freight revenue	**6.4**	7.4	5.4
Common and Second Preference dividends per share	**$ .15**	$ .125	$ .081
Earnings per Common and Second Preference Share (assuming all first preference shares converted into common and second preference shares)	**$ .576**	$ .603	$ .348
Cash flow per share (assuming all first preference shares converted into common and second preference shares)	**$ 1.141**	$ 1.164	$ .778
Book value per Common and Second Preference Share (assuming all first preference shares converted into common and second preference shares)	**$ 2.60**	$ 2.21	$ 1.79
Salaries, wages and benefits	**$ 7,676,275**	$ 6,345,939	$ 5,229,239
No. of full time employees at year-end	**860**	855	718
No. of First Preference shareholders at year-end	**462**	758	994
No. of Second Preference shareholders at year-end	**1,007**		
No. of Common shareholders at year-end	**320**	478	599
No. of tons transported	**666,926**	629,551	530,929
No. of shipments transported	**455,715**	454,821	402,591
Total mileage	**12,054,097**	11,540,509	10,331,265
Fuel taxes and licences	**$ 923,008**	$ 782,348	$ 652,265
Equipment owned and operated:			
Trucks and Tractors	**310**	303	292
Semi Trailers	**555**	516	448
Miscellaneous	**86**	86	84

NOTES

1. On December 14, 1968 the Company obtained Supplementary Letters Patent subdividing the authorized and issued Common Shares into three non-voting participating second preference shares without par value and one Common Share without par value: and redesignating the 60¢ cumulative convertible preference shares as 60¢ cumulative convertible first preference shares. The per share statistics for the years 1960 to 1968 have been adjusted to reflect this subdivision.

1966 OCTOBER 29 52 WEEKS	1965 OCTOBER 30 52 WEEKS	1964 OCTOBER 31 52 WEEKS	1963 NOVEMBER 2 52 WEEKS	1962 OCTOBER 27 52 WEEKS	1961 OCTOBER 31 52 WEEKS	1960 OCTOBER 31 YEAR
$ 6,502,501	$ 8,183,521	$ 7,181,518	$ 6,456,062	$ 5,034,189	$ 5,455,503	$ 5,382,325
$ 81,220	$ 358,927	$ 395,658	$ 304,991	$ 102,766	$ 165,423	$ 202,498
1.3	4.4	5.5	4.7	2.0	3.0	3.8
Nil	$ .075	$ .065	$ .025	Nil	Nil	Nil
$ .055	$ .243	$ .27	$ .208	$ .07	$ .113	$ .138
$ .455	$ .678	$ .633	$ .513	$ .333	$ .355	$ .378
$ 1.55	$ 1.57	$ 1.43	$ 1.25	$ 1.16	$ 1.16	$ 1.11
$ 3,653,223	$ 4,218,065	$ 3,563,784	$ 3,324,405	$ 2,770,830	$ 2,999,937	$ 2,947,200
719	692	643	595	590	642	617
1,027	1,063	1,097	1,107	888	819	922
700	690	650	667	723	750	789
397,944	529,631	475,334	418,283	330,263	353,560	377,701
321,996	484,109	489,320	475,012	433,879	495,180	493,788
6,799,635	9,364,419	8,608,651	7,428,952	6,578,551	6,160,090	5,596,396
$ 507,130	$ 579,427	$ 507,391	$ 436,140	$ 371,462	$ 380,889	$ 362,695
272	291	267	259	250	264	260
405	375	322	271	269	262	264
78	81	77	66	36	30	30

2. A change in depreciation method to a straight line basis over the estimated useful life of each class of asset, has increased net income for 1969 by $81,000, after provision for deferred income tax, which is equivalent to 5.1¢ per share.

3. The 1966 and 1962 statistics are affected by a fourteen and seven week strike, respectively.

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CONSOLIDATED BALANCE SH

(WITH COMPARATIVE

ASSETS

	1969	1968
CURRENT:		
Cash	$ 46,062	$ 16,697
Accounts receivable (net of allowance for doubtful accounts of $46,759 in 1969 and $35,000 in 1968)	2,901,668	2,780,621
Inventory of parts and supplies — at the lower of cost or market value	99,815	108,612
Cash surrender value of life insurance	38,021	33,799
Prepaid expenses	125,850	153,908
5% refundable tax	18,461	30,784
	3,229,877	3,124,421
FIXED — AT COST — note 7:		
Land and roadways	1,157,196	829,236
Buildings	3,173,298	2,518,433
Furniture and equipment	715,915	634,042
Automotive equipment	6,769,435	6,360,549
	11,815,844	10,342,260
Less accumulated depreciation — note 3	5,420,904	5,931,023
	6,394,940	4,411,237
Franchises — at nominal value	1	1
	$ 9,624,818	$ 7,535,659

On behalf of the Board

R. D. GRANT, Director

J. C. CARRUTH, C.A., Director

The accompanying "Notes to the Consolidated Financial Sta

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COMPANIES
AWS OF ONTARIO)

T — NOVEMBER 1, 1969
URES FOR 1968)

LIABILITIES

	1969	1968
CURRENT:		
Due to bankers against which accounts receivable have been pledged — on demand loan	$ 700,000	$ 496,000
— on overdraft	249,370	43,567
	949,370	539,567
Accounts payable and accrued charges	1,687,246	1,344,949
Taxes payable	252,125	824,361
Long term debt due within one year	80,042	108,200
	2,968,783	2,817,077
Long term debt — net — note 2	2,019,782	1,270,124
Deferred income taxes — note 4	481,000	
SHAREHOLDERS' EQUITY:		
Capital — note 5 —		
Authorized:		
43,191 60¢ cumulative, non-callable first preference shares without par value, convertible into three non-voting participating second preference shares without par value and one common share without par value		
1,571,427 non-voting participating second preference shares without par value		
523,809 common shares without par value		
Issued and fully paid:		
43,191 60¢ first preference shares (103,425 in 1968)		
1,067,427 second preference shares		
355,809 common shares (286,775 in 1968)	268,000	210,800
Consolidated retained earnings	3,887,253	3,237,658
	4,155,253	3,448,458
	$ 9,624,818	$ 7,535,659

nts" should be read in conjunction with this statement.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

NOVEMBER 1, 1969

1. Principles of consolidation

The consolidated financial statements include the accounts of The Overland Express Limited and its wholly-owned subsidiary companies. The company acquired all the shares of Overland Express Inc. (formerly Twin County Transport Inc.) and The Overland Express International Inc. (formerly Overland Express Michigan Inc.) on May 29, 1969 and July 28, 1969 respectively. The operating results of the subsidiaries acquired during the period ended November 1, 1969 are included only from the date of acquisition.

2. Long-term debt

Particulars of deferred bank loans and mortgages are as follows:

	November 1, 1969	November 2, 1968
Deferred bank loans repayable $5,000 per month		$ 400,000
8⅞% mortgage loan*	$1,165,000	
6% - 8% mortgages due 1970 - 1985	934,824	978,324
	2,099,824	1,378,324
Principal repayments due within one year	80,042	108,200
	$2,019,782	$1,270,124

* This loan will be amortized over a fifteen year period upon completion of a new terminal building.

Payments required on mortgages in future years are as follows:

1970	$ 80,042
1971	283,000
1972	30,800
1973	237,300
1974	29,300
Beyond	274,382
	$934,824

3. Depreciation

Studies, during the year, of industry depreciation practices generally and of its own experience, have led The Overland Express Limited to modify its rates of depreciation and manner of applying them, to a straight-line basis over the estimated useful life of each class of asset which are as follows:

Buildings	20 to 30 years
Highway tractors	5 years
City tractors	8 years
Trailers	8 years
Miscellaneous equipment	5 years

As a result of this change, consolidated net income after provision for deferred income taxes for 1969 has been increased by $81,000 or 5.1¢ a share.

The net credit of $347,139 to consolidated retained earnings reflects the retroactive application of the modified practice to assets of the company purchased prior to November 2, 1968.

4. Deferred income taxes

Prior to 1969 the company followed the practice of charging earnings with income taxes currently payable which were substantially the same as that computed on the net income of the company. Due to the change in the company's method of recording depreciation referred to in note 3, the company adopted the tax allocation basis of computing the provision for income taxes. Accordingly, deferred income taxes in respect of the current deferral of $91,000 have been charged against income for the period ended November 1, 1969 and the amount of $390,000 on the retroactive adjustment of $737,139 in respect of prior years has been charged to consolidated retained earnings.

5. Capital stock

On December 14, 1968 the company obtained supplementary letters patent subdividing the authorized and issued common shares into 3 non-voting participating second preference shares without par value and 1 common share without par value; and redesignating the 60¢ cumulative convertible preference shares as 60¢ cumulative convertible first preference shares. The convertible first preference shares carry the rights to convert into 3 non-voting participating second preference shares without par value and 1 common share without par value.

During the period ended November 1, 1969 options were exercised on 8,800 of the original common shares for $57,200. In addition, 60,234 convertible preference shares were converted to 60,234 common shares and 180,702 second preference shares under the conversion privileges attached.

As at November 1, 1969 there were options outstanding to a Director of the company for 4,000 units of the newly authorized and issued capital stock at $22.25 per unit consisting of 1 common share and 3 second preference shares. This option is exercisable for a maximum of 800 units for each of the five years, 1970 to 1974 inclusive.

6. Directors' and officers' remuneration

The aggregate direct remuneration paid and payable by the company to directors and senior officers during the period ended November 1, 1969 amounted to $178,985 ($179,175 in 1968).

7. Commitments

As at November 1, 1969 the company was committed for the cost to complete a terminal building under construction in the amount of $817,054, the liability for which has not been reflected in the attached financial statements.

OVERLAND EXPRESS Limited AND SUBSIDIARY COMPANIES

CONSOLIDATED STATEMENT OF RETAINED EARNINGS

FIFTY-TWO WEEK PERIOD ENDED NOVEMBER 1, 1969
(with comparative figures for 1968 — fifty-three weeks)

	1969	1968
Balance, beginning of period - as previously reported	$3,237,658	$2,581,381
Adjustment reducing depreciation charges for 1968 and prior years, $737,139 less resultant increase on deferred taxes of $390,000 - notes 3 and 4	347,139	
Balance, beginning of period — as restated	3,584,797	2,581,381
Add consolidated net income for period	919,645	940,447
	4,504,442	3,521,828
Deduct dividends paid on:		
First preference shares	32,402	89,505
Second preference shares	156,866	
Common shares	52,290	129,365
	241,558	218,870
Write-off of cost of franchise and goodwill acquired	375,631	65,300
	617,189	284,170
Balance, end of period	$3,887,253	$3,237,658

CONSOLIDATED STATEMENT OF INCOME

FIFTY-TWO WEEK PERIOD ENDED NOVEMBER 1, 1969
(with comparative figures for 1968 — fifty-three weeks)

	1969	1968
Net freight revenue (total sales)	$14,309,069	$12,787,119
Operating expenses excluding depreciation	11,487,522	9,820,515
Operating income for period before deducting depreciation and interest on bank loans and mortgages	2,821,547	2,966,604
Deduct:		
Depreciation	810,758	875,833
Depreciation adjustment representing loss on disposition of equipment	2,788	
Interest on deferred bank loans and mortgages	103,087	52,324
	916,633	928,157
Income before income taxes and extraordinary item	1,904,914	2,038,447
Taxes on income		
– current	912,000	1,098,000
– deferred – note 4	87,000	
	999,000	1,098,000
Income before extraordinary item	905,914	940,447
Extraordinary item – gain on disposal of property, less applicable deferred taxes of $4,000	13,731	
Consolidated net income for period	$ 919,645	$ 940,447
Earnings per common and second preference share:*		
Before extraordinary item	$.567	$.603
After extraordinary item	$.576	$.603

* Assuming all 60¢ preference shares converted into common and second preference shares.

CONSOLIDATED STATEMENT OF SOURCE AND APPLICATION OF FUNDS

FIFTY-TWO WEEK PERIOD ENDED NOVEMBER 1, 1969
(with comparative figures for 1968 — fifty-three weeks)

	1969	1968	Increase or (decrease)
Working capital, beginning of period	$ 307,344	$ 525,162	$ (217,818)
Source of funds:			
Operations —			
Consolidated net income for period	919,645	940,447	(20,802)
Add:			
Depreciation	810,758	875,833	(65,075)
Deferred income taxes	91,000		91,000
	1,821,403	1,816,280	5,123
Proceeds from sale of fixed assets	73,934	3,205	70,729
Deferred bank loans and mortgages	850,474	523,000	327,474
Proceeds from issue of capital stock	57,200	46,800	10,400
	2,803,011	2,389,285	413,726
Application of funds:			
Dividends paid to shareholders	241,558	218,870	22,688
Investment in automotive equipment	954,517	1,126,601	(172,084)
Investment in other fixed assets	1,164,374	1,149,048	15,326
Franchise purchased	327,862	65,300	262,562
Reduction of deferred debt	102,110	47,284	54,826
Cost of shares of subsidiary companies and working capital deficit acquired	58,840		58,840
	2,849,261	2,607,103	242,158
Working capital, end of period	$ 261,094	$ 307,344	$ (46,250)

The accompanying "Notes to the Consolidated Financial Statements" should be read in conjunction with these statements.

DIARY COMPANIES

CONSOLIDATED STATEMENT OF INCOME

FIFTY-TWO WEEK PERIOD ENDED NOVEMBER 1, 1969
(with comparative figures for 1968 — fifty-three weeks)

	1969	1968
Net freight revenue (total sales)	**$14,309,069**	$12,787,119
Operating expenses excluding depreciation	**11,487,522**	9,820,515
Operating income for period before deducting depreciation and interest on bank loans and mortgages	**2,821,547**	2,966,604
Deduct:		
Depreciation	**810,758**	875,833
Depreciation adjustment representing loss on disposition of equipment	**2,788**	
Interest on deferred bank loans and mortgages	**103,087**	52,324
	916,633	928,157
Income before income taxes and extraordinary item	**1,904,914**	2,038,447
Taxes on income		
– current	**912,000**	1,098,000
– deferred – note 4	**87,000**	
	999,000	1,098,000
Income before extraordinary item	**905,914**	940,447
Extraordinary item – gain on disposal of property, less applicable deferred taxes of $4,000	**13,731**	
Consolidated net income for period	**$ 919,645**	$ 940,447
Earnings per common and second preference share:*		
Before extraordinary item	**$.567**	$.603
After extraordinary item	**$.576**	$.603

* Assuming all 60¢ preference shares converted into common and second preference shares.

APPLICATION OF FUNDS

	1969	1968	Increase or (decrease)
	$ 307,344	$ 525,162	$ (217,818)
	919,645	940,447	(20,802)
	810,758	875,833	(65,075)
	91,000		91,000
	1,821,403	1,816,280	5,123
	73,934	3,205	70,729
	850,474	523,000	327,474
	57,200	46,800	10,400
	2,803,011	2,389,285	413,726
	241,558	218,870	22,688
	954,517	1,126,601	(172,084)
	1,164,374	1,149,048	15,326
	327,862	65,300	262,562
	102,110	47,284	54,826
it acquired	**58,840**		58,840
	2,849,261	2,607,103	242,158
	$ 261,094	$ 307,344	$ (46,250)

atements" should be read in conjunction with these statements.

AUDITORS' REPORT

To the Shareholders,

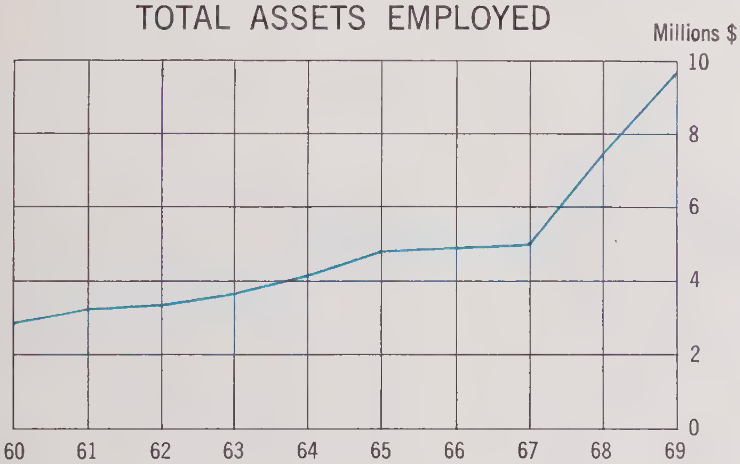
THE OVERLAND EXPRESS LIMITED

We have examined the consolidated balance sheet of The Overland Express Limited and subsidiary companies as at November 1, 1969 and the consolidated statements of income, retained earnings and source and application of funds for the fifty-two week period then ended. Our examination included a general review of the accounting procedures and such tests of the accounting records and other supporting evidence as we considered necessary in the circumstances. In our opinion these consolidated financial statements present fairly the financial position of the companies as at November 1, 1969, the results of their operations and the source and application of their funds for the fifty-two week period then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding period, except for the changes in accounting practice explained in notes 3 and 4, with which changes we concur.

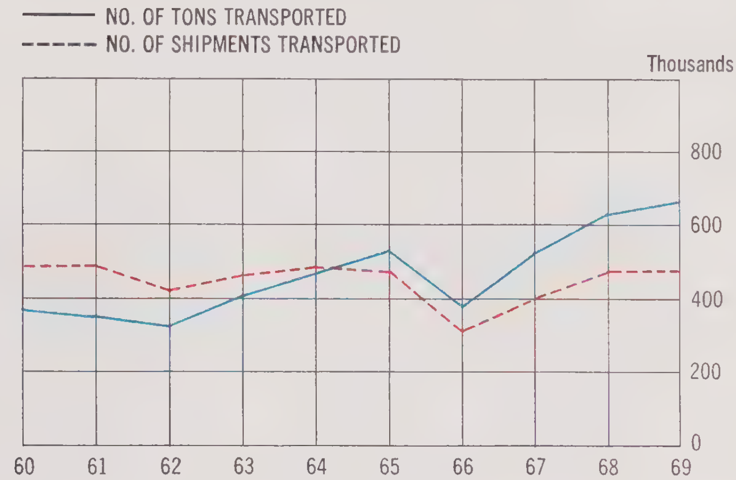
London, Canada.
December 4, 1969.

CLARKSON, GORDON & CO., Chartered Accountants.

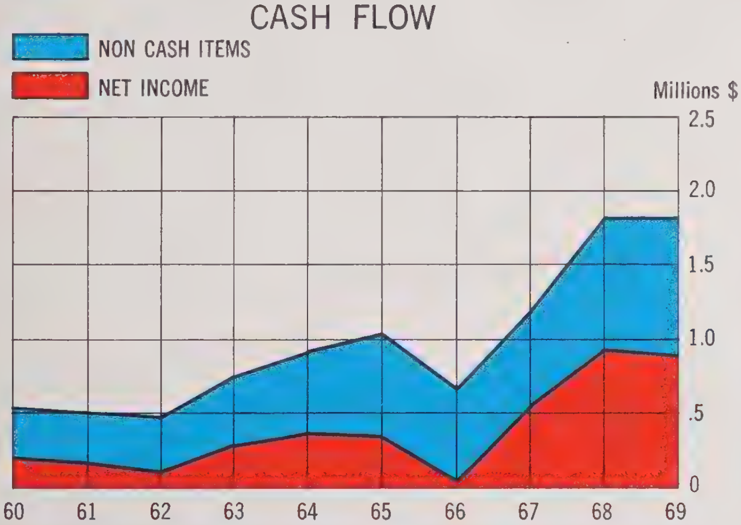
TOTAL ASSETS EMPLOYED



FREIGHT TRANSPORTED

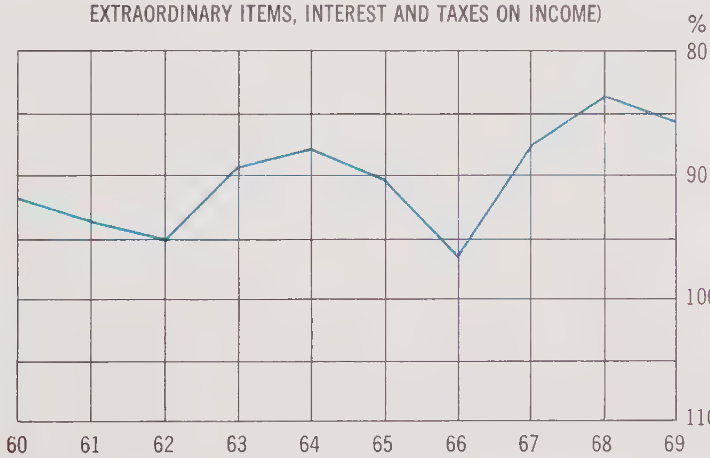


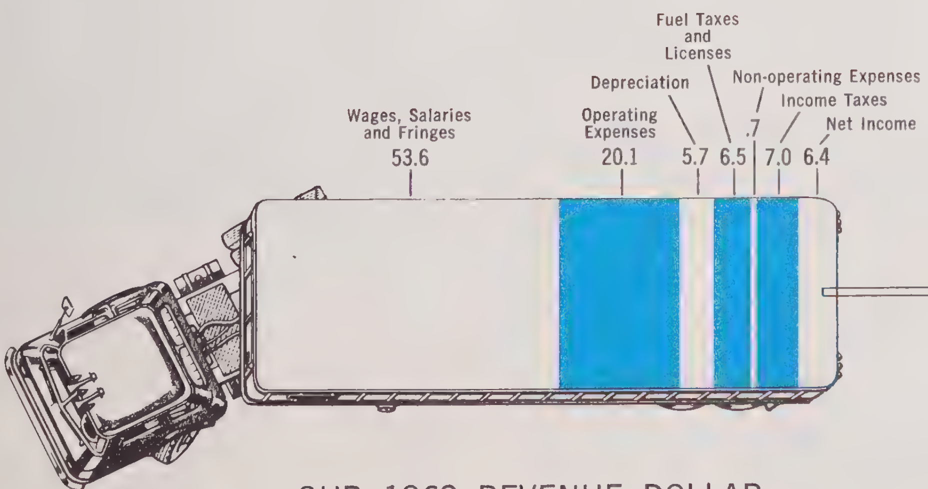
CASH FLOW



OPERATING RATIO

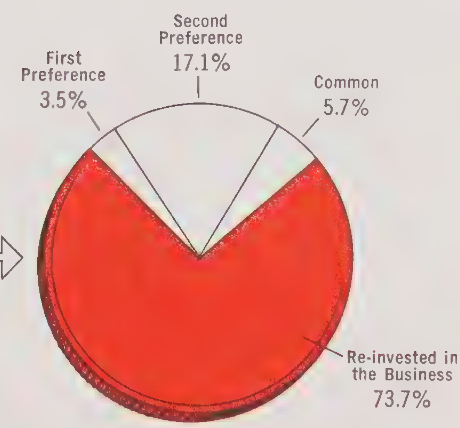
(PERCENTAGE OF EXPENSES TO REVENUE EXCLUDING EXTRAORDINARY ITEMS, INTEREST AND TAXES ON INCOME)





OUR 1969 REVENUE DOLLAR AND WHAT WE DID WITH IT

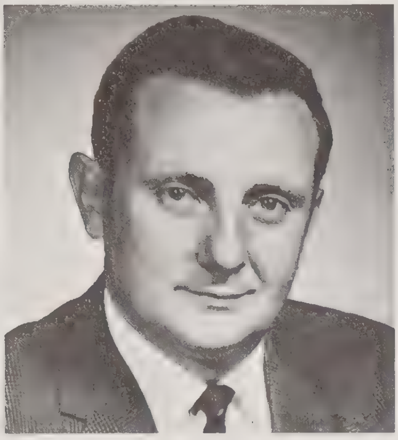
DIVIDENDS PAID



OUR AFTER TAX DOLLAR AND WHAT HAPPENED TO IT

the OVERLAND EXPRESS Limited AND SUBSIDIARY COMPANIES

OPERATIONS DEPARTMENT



W. J. WILSON
Western Regional Manager

J. F. ENRIGHT
Eastern Regional Manager

The Operating Personnel at Overland are responsible for the pick-up and delivery of customers' goods and the movement over-the-road to destination. Their objectives are to render the best customer service, reduce costs and increase efficiency.

We are considered in the "For Hire" Trucking Industry as a short haul carrier providing overnight service to all points covered in our Operating Authority. In order to perform this overnight service to our valued customers, communications must play a major role. We have linked all of our terminals by direct telephone service and by teletype.

Constant contact is maintained by each terminal with our Highway Dispatch Office which operates on a twenty-four hour basis. Highway Dispatch is responsible for coordinating our resources to ensure loads arrive at destination when required.

Our centrally located break bulk station at Woodstock, Ontario, allows us to combine many small less-than-truckload shipments into truckloads for movement to points of destination. We are capable of handling well over a million pounds of less-than-truckload shipments across this warehouse platform per night. We have equipped each foreman with a walkie-talkie radio so that he may be in constant contact with the warehouse office staff who record and relay by telescript all pertinent information on every load, to the Highway Dispatchers, who plan their flow of trailers over the highways.

Shunt tractors are radio equipped so that the drivers have constant contact with their foremen who require as many as 100 trailers nightly to be moved to various dock or yard locations. The foremen have been made mobile with the use of electric stand-up scooters allowing greater coverage over this massive warehouse floor for better supervision in all areas.

In order to handle longer, awkward items of freight such as pipe and steel, we have equipped our terminal with several lift Jibs which when attached to lift trucks simulate small mobile cranes. This speeds up the handling of freight from one point in the warehouse to another and has a decided effect on the reduction of claims.

We have instituted the use of a number of cargo cages to handle shipments of multiple pieces, thereby reducing the number of handlings necessary, and likewise reducing damage which may occur. The cargo cages are moved from the shipper's dock to our equipment and from our equipment to the receiver's dock without the actual physical handling of the individual pieces of freight.

We have in service 80 trailers with two floor levels known as double deck equipment. By the use of cross beams on 18″ centres and ¾″ plywood, we create a second floor which permits faster loading and unloading, reduces claims and increases pay load.

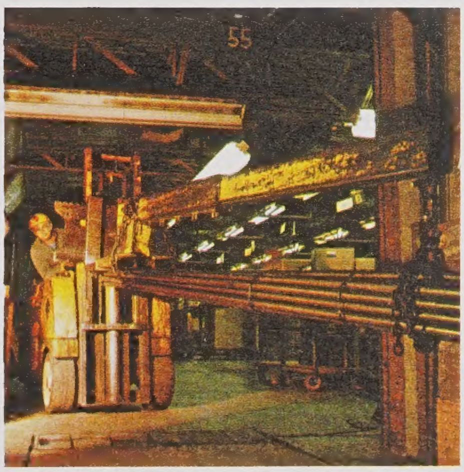
The pick-up and delivery units in our major terminals are all equipped with two-way radios, linking our units at work to the dispatchers in the terminal locations. Customers' calls for pick-up or special deliveries are immediately relayed to the city drivers, thus expediting service to our customers.

We in the Operating Department at Overland are proud of our past service record and are continually updating methods and equipment to provide the best service possible to our customers.

Local city driver receiving latest customer pick-up requests from terminal dispatcher by two-way radio communication.

Dock Foreman using walkie-talkie to order trailers into position for loading.

Modern double deck trailers provide faster unloading and reduce damage to customers' goods.



The attachment to the lift truck is a lift Jib which acts as a mobile crane for quicker, safer handling of long awkward goods.

Overland's new specialized equipment for handling increased payloads of steel.

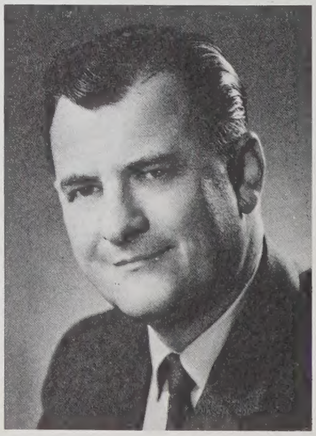
WINDSOR TERMINAL

New 44 Door Terminal and Garage Facilities at Windsor, Ont., opened in January, 1969.

R. E. STONE
Western Divisional Manager

F. MORRIS
Terminal Manager
Windsor-Detroit

P. J. McGUIRE
District Sales Supervisor



G. J. LAMARCHE
Windsor Area
Sales Representative

THE OVERLAND ROUTE

OVERLAND
EXPRESS
Limited
4149
PONTIAC
LANSING
FLINT
NORTH
75
SAGINAW
BAY CITY